

VA National Acquisition Center's (NAC)

# FEDERAL SUPPLY SCHEDULE (FSS)

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## VA's Small Business Goals

### VA Releases Fiscal Year (FY) 2010 and FY 2011 Small Business Program Goals

Earlier this year, Secretary Eric Shinseki released the [VA's small business program goals for Fiscal Years \(FY\) 2010 and 2011](#).

According to the Secretary, the "FY 2010 and 2011 prime and subcontracting goals reflect VA's strong commitment to small business and Veteran entrepreneurs. While these goals are challenging, they are also realistic, attainable, and take into consideration the realities and competing interests faced by VA acquisition professionals and program officials in carrying out our mission, which includes compliance with all applicable laws and regulations related to contract awards."

The Small Business Administration (SBA) is responsible for the management and oversight of the small business procurement process across the Federal Government. In order to ensure that small businesses have the maximum practicable opportunity to provide goods and services to the Federal Government, SBA negotiates with each Federal department within the Executive branch mutually acceptable prime and subcontract goals for each small business category. In accordance with the [Small Business Act](#), SBA must ensure that the mutually established cumulative goals for all agencies meet or exceed the government-wide 23% small business goal. As such, the VA's small business goals for FY 2010 and 2011 can be seen below.

#### Prime Contracting Goals for FY 2010 & 2011

Type of Small Business Concern	Goal (%)
<b>Small Business</b>	<b>33.5%</b>
Veteran Owned	12.0%
<b>Service Disabled Veteran Owned</b>	<b>10.0%</b>
Small Disadvantaged (Includes 8(a))	5.0%
<b>Woman Owned</b>	<b>5.0%</b>
Historically Underutilized Business (HUB) Zone	3.0%

#### Subcontracting Goals for FY 2010 & 2011

Type of Small Business Concern	Goal (%)
<b>Small Business</b>	<b>17.7%</b>
Veteran Owned	5.0%
<b>Service Disabled Veteran Owned</b>	<b>3.0%</b>
Small Disadvantaged (includes 8(a))	5.0%
<b>Woman Owned</b>	<b>5.0%</b>
Historically Underutilized Business (HUB) Zone	3.0%

- [VA Forecast Of Contracting Opportunities](#)
- [Small Business Points of Contact](#)
- [Mentor-Protégé Program - Office of Small And Disadvantaged Business Utilization](#)

## Training Topic

### Prompt Payment Act

#### What is Prompt Payment Act?

Originally passed in 1982, [The Prompt Payment Act](#) requires Federal Government departments and agencies to pay commercial obligations within certain time periods and to pay interest penalties when payments are late. With certain exceptions, the Act requires that the Government make payment within 30 days from the date of submission of a properly prepared invoice by a contractor. For amounts not paid within the required period, the Government is obligated to pay interest at a rate established by the Secretary of the Treasury. When the law was initially enacted, a 15-day grace period was granted (in addition to the basic 30-day period). However, the provision was subsequently repealed.

#### How Does A Prompt Payment Discount Work?

Prompt-pay discounts are often referred to as "2% - 10, Net 30" discounts. Translation: If the payment amount is due in the typical 30 days, the ordering activity will receive a 2% discount if payment is made within 10 days of the invoice date.

#### Key Requirements of the Prompt Payment Act:

- Effective September 1, 1999, interest due on late payments to vendors will be automatically calculated and included with the payments.
- Payments for goods and services must be paid no later than 30 days after the later of:
  - receipt of goods/services, OR
  - receipt of the invoice for the goods/services.
- Goods/services will be considered received when they have been accepted as usable by the end user.
- All funds held by the Federal Government are subject to the Prompt Payment Act.
- Payments must be scheduled to be paid as close to the 30-day limit as possible. Early payments may be made if a discount is available or if there is a contractual agreement to pay sooner.

- [Prompt Payment Discount Calculator](#)
- [Prompt Payment Common Questions](#)
- [Prompt Payment Regulations & Guidance](#)

## VA FSS Working For You

### VA Online Sales Reporting System

In partnership with the General Services Administration (GSA), the Department of Veterans Affairs (VA) Federal Supply Schedule (FSS) will now collect quarterly sales report figures and Industrial Funding Fee (IFF) quarterly payments through a new GSA/VA Sales Online Portal: <https://vasalesportal.gsa.gov/>. As such, VA FSS contractors will be transitioning to use this new portal in order to submit their sales reports and IFF payments electronically, which will streamline the sales reporting process and ensure more efficiency in the management of the VA FSS program. Please note that VA FSS contractors will not face any charges for reporting or submitting payments through the electronic Sales Portal.

Currently, all VA FSS contractors under the 6211 Professional Services schedule are required to submit their 3<sup>rd</sup> quarter sales report through the online portal. In order to ease the transition, VA FSS contractors are being gradually phased into the system by schedule. Please review the schedule detailed to the right in order to learn when your firm will be able to use the online Sales Reporting System.

Please note that your firm's contract administrator will receive an e-mail from a representative of our office on the first day of the reporting period for the applicable quarter referenced above, which will contain pertinent information, such as registration instructions. For instance, all VA FSS contractors under the 65IB Pharmaceutical schedule will receive an e-mail on October 1, 2010, which will detail the online registration process. If you attempt to register with the online Sales Reporting System prior to your firm's applicable quarter, you will **NOT** be granted access. However if your firm volunteered to participate in the Sales Reporting Pilot and you have already registered with the online portal, **PLEASE CONTINUE TO USE THE ELECTRONIC TOOL**.

Please direct all IFF and sales reporting related questions to the VA Sales Desk at [fsssales@va.gov](mailto:fsssales@va.gov).

- [View the Online Sales Reporting User Guide](#)

### Online Sales Reporting Timetable

#### 3rd Qtr FY 2010 (April 1 - June 30)

- 6211 Professional & Allied Healthcare Staffing Services

#### 4th Qtr FY 2010 (July 1 - Sept 30)

- 65IB Drugs, Pharmaceuticals, & Hematology Related Products
- 65IIC Dental Equipment & Supplies
- 65IIF Patient Mobility Devices
- 65VA X-Ray Equipment & Supplies
- 65VII Invitro Diagnostics, Reagents, Test Kits & Test Sets
- 66 III Cost-Per-Test, Clinical Laboratory Analyzers
- 621II Medical Laboratory Testing & Analysis Services

#### 1st Qtr FY 2011 (Oct 1 - Dec 31)

- All FSS Contractors (including 65IIA Medical Equipment & Supplies)

## National News

### Recent Emergency & Disaster Declarations

Under the Disaster Recovery Purchasing Program, state and local Government entities may purchase products and services off of FSS contracts in order to facilitate the recovery from a major disaster (e.g. hurricane or a nuclear attack). As such, there were 8 declarations by President Obama during the month of August 2010, which can be seen below.

#### Major Disaster Declarations (August 2010)

Number	Date	State	Disaster Type
<a href="#">1931</a>	8/03	TX	Hurricane Alex
<a href="#">1932</a>	8/10	KS	Severe Storms, Flooding & Tornadoes
<a href="#">1933</a>	8/11	WI	Severe Storms, Flooding & Tornadoes
<a href="#">1934</a>	8/17	MO	Severe Storms, Flooding & Tornadoes
<a href="#">1935</a>	8/19	IL	Severe Storms & Flooding

#### Fire Assistance Declarations (August 2010)

Number	Date	State	Incident
<a href="#">2852</a>	8/24	CA	POST Fire
<a href="#">2853</a>	8/26	ID	Hurd Fire
<a href="#">2854</a>	8/27	WA	Slide Creek Fire

- [Frequently Asked Questions About the Disaster Recovery Purchasing Program](#)

## Upcoming Events

### VA NAC INDUSTRY DAY



The National Acquisition Center (NAC) Industry Day Conference has been rescheduled and will be held on March 15 – 16, 2011. Additional information, such as the venue of the conference and presentation topics, will be forthcoming in the near future, so please be sure to review the NAC's homepage:  
<http://www1.va.gov/oamm/oa/nac/index.cfm>.

### VA NAC FSS Customer Training

#### FSS Customer Training Schedule (Only Applicable to Government Agencies)

- VA NAC FSS Customer Training
  - Sept 8, 2010 at 8:00am – 1:00pm (HST)  
 \*\*Webinar – [Registration Instructions](#)\*\*
  - Sept 21, 2010  
 \*\*Additional information (e.g. the conference start time) will be forthcoming about this live training session that will be held at Hines, IL\*\*

If you would like to schedule a training session or request additional information, please contact Ms. Veronica Hazen at [Veronica.Hazen@va.gov](mailto:Veronica.Hazen@va.gov). Please note that Ms. Hazen will send all FSS Customer Training registrants an e-mail the day before their scheduled training, which will contain the Web Conference login information.

#### FSS Personnel will be attending the following conference:

- Assistive Technology Industry Association (ATIA) Fall Conference – Schaumburg, IL (Oct 27 - 30, 2010)

## News You Can Use

### VA FSS Contract Assignments

In response to the [Vendor Letter](#) dated July 20, 2010, in which FSS contractors were informed that all FSS contracts would be assigned to a specific FSS Contract Specialist (CS), please review the [NAC Contract Catalog Search Tool \(CCST\)](#) in order to obtain the name and contact information of your firm's assigned CS. In order to ensure accountability and manage the workload in an efficient and effective manner, modification requests **MUST** be e-mailed to the FSS Helpdesk at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov). As such, the assigned CS will serve as a primary point of contact for specific contract related issues/questions. In order to review the modification process, please click on the following link:  
<http://www1.va.gov/oamm/oa/nac/fss/rfmprocess.cfm>.

### VA Awards 100% of Recovery Funds

The Department of Veterans Affairs (VA) has awarded 100% of the \$1.8 billion in grant money allocated to the department under the [American Recovery and Reinvestment Act \(Public Law 111-5\)](#), according to Mr. Ed Murray, VA's Deputy Assistant Secretary for Finance. The money went to more than 1,500 projects, including initiatives to improve VA medical facilities and upgrade technology systems within the department. Many of the contracts were awarded to Veteran-Owned firms. "We recognized early on that we were going to have a challenge, as do most agencies, when it comes to the acquisition community. Skilled contracting officers, acquisitions specialists are in short supply," explained Mr. Murray. "So what we did is we very early organized weekly meetings with all the key stake holders, with the acquisition community to layout and plan the work." In order to ensure that the September 30, 2010 deadline for obligating funds was met, VA set a goal of awarding all Recovery Act contracts by the end of July, to allow time for potentially lengthy negotiations and possible protests.

- [Read the Complete News Release](#)

### Open Opportunities with the FSS

Start an exciting career with the FSS Service in Hines, IL!!! In order to ensure we reach our goals and provide the level of service that is expected from the FSS, we are expanding our organization by hiring additional employees. Please view all of the rewarding positions with the Federal Supply Schedule Service below.

- [Contract Specialist](#)
  - Location: Hines, IL
  - Announcement # MPA 10-01-OCVA
  - Series & Grade: GS-1102-07/12

## Recently Awarded FSS Contracts (August 2010)

### Pharmaceutical, Dental, Patient Mobility, & X-Ray:

- Golden State Medical Supply: V797P-5156B (Small, Veteran Owned, Woman Owned Pharmaceutical Business)
- 101 Mobility, LLC.: V797P-4312B (Large Patient Mobility Business)
- Freedom Sciences, LLC.: V797P-3210M (Small Patient Mobility Business)

### Medical/Surgical Equipment:

- Life Back Enterprises: V797P-4317B (Small Med/Surg Business)
- Genadyne Biotechnologies: V797P-4316B (Small Med/Surg Business)
- The Daavlin Distributing CO Inc. DBA Daavlin: V797P-4321B (Small Med/Surg Business)
- Cardinal Health 200, LLC.: V797P-4304B (Large Med/Surg Business)
- CareFusion 2200, Inc.: V797P-4311B (Large Med/Surg Business)
- AccuVein, LLC.: V797P-4319B (Small Med/Surg Business)
- Calvary Spine, LLC.: V797P-4320B (Small Med/Surg Business)
- Molnlycke Health Care US, LLC.: V797P-4314B (Large Med/Surg Business)
- T.F. Herceg DBA Surehands Lift & Care: V797P-4313B (Small Med/Surg Business)
- GWR Medical, Inc.: V797P-4298B (Small Med/Surg Business)
- Tecogics Scientific Ltd. DBA EX N'Flex International: V797P-4308B (Large Med/Surg Business)
- Micromedical Technologies: V797P-4315B (Small Med/Surg Business)
- MDI Corporation: V797P-4310B (Small Med/Surg Business)

### Medical Professional & Laboratory Testing Services & Cost-Per-Test:

- RepuCare, Inc.: V797P-7281A (Small, Woman Owned Professional Medical Healthcare Services Business)
- Medical Development Int. DBA MDI: V797P-7278A (Large Professional Medical Healthcare Services Business)
- Vibrus Group, LLC.: V797P-7277A (Small, Woman Owned Professional Medical Healthcare Services Business)
- Alliance Recruiting Resources: V797P-7280A (Large Professional Medical Healthcare Services Business)

***In order to obtain pricing information for all of the companies referenced above or any other FSS contractor, please review the [NAC Contract Catalog Search Tool \(CCST\)](#) or [GSA E-Library](#). If you have any questions/concerns or would like to learn more about a specific topic and/or issue, please feel free to contact the FSS helpdesk by phone at (708)786-7737 and/or by e-mail at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov).***